TAFT WILL BALK ARIZONA'S DESIRE

Referendum and Recall.

PEOPLE TO VOTE ON THURSDAY OBJECT NEAR ATTAINMENT

Refusal of President to Sign Document Which Would Sap Foundstion of Judiciary Means Admission to Union Will Be Delayed-Demo crats and Socialists United.

That the people of Arizona will approursday by popular election the radica State constitution, which was adopted by their constitutional convention on Octo ber 10, was practically admitted yesterday in Washington by men who hope to se the document defeated

But when the people have approved, it must pass President Taft and Consress. What chance it had to get by those two powers is thought to have been completely killed by the incorpora-tion in the constitution of a referendum and recall clause, which even includes every judge in the State.

The President's determined opposition to any measure that is designed to sap the foundation of the judiciary makes it ap-parent that he will refuse to sign the Arizona constitution.

Opposed by President.

Taft's friends make no cencealfact that a judiciary recall on in the Arizona constitution is most distasteful to him, and that there is no chance of the document receiving his signature with this provision in it.

The refusal of the President to sign

the constitution would undoubtedly mean a new constitutional convention

WILL BE REINSTATED.

National Commission Not to Inter fere with Player Muskiman.

Cincinnati, Ohio, Feb. 6.—The National Baseball Commission to-day decided to not interfere in the matter of the reinstatement of Player Muskimae and that his status is the same as that of all other national association players who deserted to the then California outlaw State League, the commission innding that Muskiman's reinstatement was only temporary and was had at the earnest solicitation of Tim Murnane, a member of the national board, and prominent California parties, only on the express stipulation that it should not in any way be construed as effecting the fluial action of the national board. This temporary reinstatement expired with the close of the 1919 playing season. not interfere in the matter of the rein

Target Practice the Latest London Society Craze.

London, Feb. 6.—The latest craze among women in London society is to become expert rifle shots. A large number of ladies have joined the Imperial Rifle Club, of which quite half the mer to the female sex.

Thirteen miniature rifle ranges have been fitted up in the club premises in Cork street, and at these ranges many n practice daily. It is intended t form a ladies team for Bisley,

MASONS TO DIRECT FUNERAL. Dr. F. J. Poster Will Be Buried This

Afternoon.

St. John's Lodge, No. II, F. A. A. M., will have charge of the funeral services this afternoon at 2 o'clock for Dr. Franklin J. Foster, a veteran of the civil war and for thirty-four years an employe of the War Department. Dr. Foster died at his residence, 942 S street northwest. Sun day from the effects of a paralytic stroke which he suffered several weeks ago. Interment will be in Glenwood Cemetery.

terment will be in Glenwood Cemetery.

Dr. Foster was prominently known in Masonic circles. He graduated from the Georgetown Medical School in 1872, but never practiced medicine. He was born in Dunkirk, N. Y., and at the outbreak of the civil war enlisted in the Forty-ninth New York Volunteer Infantry. He was promoted to captain for bravery in the battle of Bull Run and served under McCiclian in the battle of Antietam.

He is survived by his wife Elienbeth I. He is survived by his wife Elizabeth I

and two sons, Walter C. and F. W. Fo

Child, Matches, Fire.

child playing with matches in the bedroom of the home of George D. 111 Fifth street south caused a small blaze, which resulted in a damage of \$25. The fire was quickly extinguished by the engines, which responded to an alarm from Box 537. A lighted match in the hands of the child came in contact with a lace curtain.

Will Aid in Fighting Pingue. London, Feb. 6.—The government has announced that it will send an expert to China to co-operate with the Chinese authorities in fighting the plague.

Aviator Seriously Injured. Brussels, Feb. 5.—While rising at Os-tend to-day an perculare and De Comines, the aviator, is reported to have been seriously injured.

270mg, 1466 F St. R. W. 210mg

Duhonnet Cocktail

An unusually potent appetiser, and one of the most paistable cocktails made. Properly pre-pared of the best in greddents. Ready to serve. TO-KALON WINE CO.

SINGLE TAX CURE FOR ECONOMIC ILLS

Opposes Constitution with Women Outline Benefits at Annual Meeting.

Prederick L. Siddone Encourage Delegates to Conference of Nationa Lengue-Progress Echoed in Re marks of Other Speakers-Se To-day Followed by Banquet.

If a system of single tax were it operation in this country, it would reand open natural conditions to a degree that would stop women from marry ing for a home and clothes; it would prove an impetus to building operations and would be a source of unlimited pros-perity for the country at large. Sucwas the consensus of opinion expresse by members of the Woman's Nationa Single Tax League, which began its tenth annual convention yesterday after essions will be continued to-day and to-morrow.

The meeting was called to order yes The meeting was called to order yesterday afternoon by Miss Charlotte O. Schetter, president of the organization, and was followed by a prayer by Rev. Edwin Evans After the reading of the minutes by Mrs. G. E. Mackenzie, the riports of officers and State vice presidents were received. This procedure was followed by the appointment of committees on press, resolutions, literature, and credentials.

Success Is Near. The only address at the afternoon

that a new constitutional convention would have to be called Under the law admitting Arizona to the Union, her constitution is to be approved by both the President and Congress.

President Taft expressed his views on constitution-making when he was in Atjacona and in New Mexico in the fall of 1999. Speaking at Phoenix, he said:

"If by a cautien I can restrain the desire of those who are most full of the idea of having limitations on government from making the constitution other than a fundamental law, with simple rules of limitation; if I can halt and induce the people of this State to take time and deliberate over the instrument that is to follow them so long in the history of their State, I shall not have let the day go without profit."

The ratification of the work of the constitutional convention in Arizona is expected to be brought about by the combination of Democratic and Socialist votes, the two parties having mingled with one another. On the other hand, it is stated that of sixteen daily papers in the State only four of wide circulation are in favor of the constitution, and that of those opposed four are among the most influential and widely circulated Democratic organs in Arizona.

WILL BE REINSTATED.

Mrs. Ella M. Murray spoke on "The single tax and woman's economic condition." She told of how the city of Vancouver, B. C., had increased its building operations 8 per cent last year for the sole reason that the single tax was in force.

E. W. Oyster, in a speech on the effect single tax would have in the District, took occasion to assail the assessor's office for its unjust assessment of property in this city and the condition of the alleys and slums, which he said was inexcusable. Washington standing third among the cities of the United States in high death rate, exceeded only by New Orleans and Fall River, Mass.

Mr. Carter Is Absent.

Mr. Carter Is Absent. Representative C. D. Carter, of Okla oma, was scheduled to make an address on "The people's rule in Oklahoma," bu

wing to a stress of other engagements owing to a stress of other engagements was unable to appear.

The session beginning this morning at 16:30 will be the only one of the day. A banquet will be given this evening at the New Ebbitt House. Miss Charlotte O. Schetter will be toastmistress, and responses will be made by Representative Scott Ferris, of Oklahoma; Mrs. Elia M. Murray, William D. Mackenzie, Miss Grace Isabel Colbron, Robert Baker, Grace Isabel Colbron, Robert Ba Jackson H. Ralston, and Charles

ENGLISH WOMEN RIFLE SHOTS. FEDERAL AGENTS **SEEKING ASHHURST**

lieved to Be Alive.

Atlantic City, Feb. 6.-Federal agents to-day made their first appearance in the case involving the mysterious disappear-ance of Postmaster R. L. Ashhurst, of Philadelphia, here. Fred Nelson, who asked for information as a member of fate of the missing postmaster, but admitted to-night that he was unable to solve the mystery.

Nelson refused to make known the con-

tents of personal telegrams sent to and ster Ashhurst for several days before his disappearance, but admitted the belief that the missing man may be still alive and in retirement for reasons of his own. The officer declared that his investigation so far had showed no indications that Postmaster Ashhurst h cret departure from this city may have been caused by anything but temporary aberration of mind or worry.

WOMAN WANTS TO GO HOME.

Police Not Interested, Yet Hospital Won't Release Her.

It was learned last night that the wor was found in Union Station day morning unconscious, and who has been a mystery ever since, has revived enough to say she is going "home" to-

Who the woman is no one seems to Who the woman is no one seems to know, although it is reported she said her name was Simpson. Her statement last night was that she had recovered enough to take care of herself. The hospital authorities declared they would not let her go, but would turn her over to the police. The latter say they have no charge against her, and will not take the responsibility of detaining her against charge against ner, and will not take the responsibility of detaining her against her will. Whether she will be able to leave the city to-day without interfer-ence, even if she is able to do so physi-

Complete Plans for Duel. Berlin, Feb. 6.—August Thysnen, jr., who was arrested at the instance of his with Herr Borchardt, the lawyer, has been released, and is determined to fight as had been arranged. His seconds and those of Herr Borchardt met again to-day and agreed upon a meeting in secret. In the meantime, detectives employed by the elder Thyssen, are shadowing the son in order to prevent the duel, if pos-sible.

burg, Md., Feb. & Susquehanna Mount St. Mary's to-night in a s by a spore of \$6 to 15.

Largest Morning Circulation.

KING IN HIS SPEECH MENTIONS VETO BILL

Colorless as Possible and Omissions More Noticeable Than Contents-Criticised by Lansdowne.

For the rest the speech made no mer tion of the question of pay for members of Parliament, home rule, or the dis establishment of the Welsh Church, thre questions that have of late been in the very forefront of political controversy very forefront of political contraversy. All these matters apparently were fumped in a clause, the nature of which has not heretofore been seen in speeches from the throne. This clause merely said that other measures would be introduced as time and opportunity might allow.

The House of Commons adjourned at 10:58 o'clock this evening, without the occurence of any important or significant happerlings.

happerings.

Political interest to-night really centered in the speech which Mr. Balfour made at the Constitutional Club banque

Able Than Contents—Criticised by Lansdowne.

London, Feb, 6.—It is obvious that the King's speech this afternoon was made as colorless as possible. Its omissions were more noticeable even than its contents. Of course, mention of the veto bill could not be avoided, and though Lord Lansdowne, in the upper house, indulged in some criticism of that portion of the speech, Mr. Balfour, in the House of Commons, admitted that the announcement concerning the proposed veto was couched in studiously moderate language.

It may be impossible, when the composition of the government's majority is considered, to tide matters over until after the coronation without an absolute crisis, but the wording of the King's words, tudicate a desire on both sides to avoid this.

As for the rest, the omission of any mention of the reciprocity agreement between the United States and Canada was quickly noticed and commented upon in both houses. It can be seen, however, that any reference to the agreement was unlikely. It is a thorny question, and one that the government wishes to evade until after the imperial conference.

For the rest the speech made no men-

Referring to the question of reciprocity, he said:

"The result has often been foretold, and now that it has come upon us we, as a nation, cannot complain. The fault lies with the party which has systematically misrepresented the whole case, but while there is life there is hope. We who hold the fiscal faith, the true imperial belief, bave a clear duty to perform. Let those who agree with us upon the other side of the Atlantic know that our faith is unwavering and unchanged."

With this Mr. Halfour concluded. So far as indicating even in the slightest way the course to be pursued by the opposition at the present momentous seession, he was as clusive as ever. But he did not say a word that might place the slightest difficulty in the way of a compromise, thus enabling the coronation to be celebrated without the shadow of an actual constitutional crisis.

ACCESSION OATH RECITED BY KING

Continued from Page One.

upon the Parliament of Lords' veto bill He asked if the constitution was to be destroyed because the noble lords opposing him were unable to secure the passage of a few measures on which they had set their affections.

The lords, said Lord Lansdowne, had made proposals of their own regarding changes in the constitution and the regu-lation of the relations of the two houses, Were these proposals, asked Lord Lans-downe, to be thrust aside as though they worth the paper on which they had been written?

Will Bring Up Laue

In the House of Commons Premier Asquith, amid ministerial cheers, gave notice of his intention to introduce at an early day a bill dealing with the relations of the two houses, Mr. Balfour, the opposi

Mr. Balfour, the opposition leader, speaking in the debate on the address. in reply to the King's speech, after ques tioning the wisdom of Home Secretary Churchill's attitude in the South Wales strike riots and the "Battle of Stepney," expressed regret that the King's speech did not contain any reference to the did not contain any reference to the important departure which had recently been taken by Canada and which, if carout, would have the most disastrouequences upon the future of the em

consequences upon the future of the empire.

For years, said Mr. Balfour, Canada had offered Great Britain preference, but the government has deliberately indicated that nothing in return in the way of preference could be given. Could Canada, therefore, be blamed, he asked, for looking elsewhere? He regarded the agreement between the United States and Canada, if it is carried out, as a great imperial disaster. It would entirely be the result of the government's refusal to listen to Canada's offers of preference.

Referring to the Parliament bill, Mr.

Referring to the Parliament bill, Mr. Balfour said that part of the King's speech dealing with the constitutional question was couched in studiously moderate language. "If the government was not prepared to act upon the broad principles of revision upon which both parties were agreed, but was determined to violate its own principles with regard to the second chamber, how, asked Mr. Balfour, could they expect a peaceable solution of the difficulty?"

Proposal of Reforms.

Earl of Crewe, the governmen eader, replying to Lord Lansdowne, said the lord's own proposals of reform wer far reaching, and would strike mor deeply at the life of the constitution than anything the government proposed. It was the government's desire, he said, that the Parliament bill should have a full measure of discussion in both house

and as far as possible the govern would see that this was achieved. would see that this was achieved.

Premier Asquith, in replying to Mr.

Balfour, said be heartily wished the latter had not referred to the Canadian reciprocity agreement. The provisional arrangement between Canada and the
United States, he said, was between
themselves, and was carried out on their
own responsibility. For the present, the
premier thought, it would be wise to with-

own responsibility. For the present, the premier thought, it would be wise to withhold criticism of the matter. He would say, however, that it was as certain as the rising sun that sooner or later the United States would have been bound to level the tariff wall separating them from Canada.

Regarding the constitutional question, Mr. Asquith said he was content to have in favor of his proposals a majority which every British minister in the past had regarded as amply sufficient. The government's proposals, he said, had been approved by the country. Ample opportunity would be given for their direction. It was the government's hope and belief that they would pass through the Commons and reach the House of Lords in time to be considered there before the coronation.

Bogus Agent Fined.

Roanoke, Va., Feb. 6.—H. R. Smith, arrested here several day's ago, charged with getting money under false pretenses in soliciting subscriptions for well-known magazines, falsely claiming to be their agent, had a hearing in the Police Court to-day and was fined \$50 and given six months in jail,

Demand that Boycotting End. Constantinople, Feb. 6.—The representives of the United States are presenting the Pasha, the minister of foreign fairs, to put a stop to the boycetting American steamers which continues

BOWERY WRITER DIES OF PARESIS

Owen Kildare, Once Illiterate, Later a Novelist.

New York, Feb. 6-Owen Kildare, the Bowery writer, died on Saturday night at the Manhatum State Hospital of him the day before he died

Owen Kildare was born on the top floor of a tenement house in Catherine When the boy was seven years old his foster father one winter n a drunken frenzy, drove him into the street There a newsboy gave him a nickel to start in business for himself The newsboy was Little Tim Sullivan.

Owen Kildare sold papers until he was big enough to be a prize fighter. His fame became such that he was able to ind work as a bartender in Steve Bro die's saloon, and later he got the Job of bouncer in a dance hall in Bond street. He drank hard and amused himself guying women in the street. He this in his autobiograph

A rebuke one woman gave him led to an acquaintance with her. He learned to read under her teachings and at last tried his hand at writing. Within eight years he shifted from a complete illiter ate to a man who carned a living by his

pen. He married Miss Leita Rus gardus, who came from Detroit to work daughter, who is now about five years

old.

Mrs. Kildare secured the annulment of her marriage after his commitment to Ward's Island. She then married Lieut. Commander Charles A. Adams, U. S. N., retired. They live at 7 West Ninety-second street.

THREE BOYS DROWNED. ads Fall to Return from Lecture

and Search Is Made,

Hartford, Feb. 6.—Harold Spencer eventeen years old, Raymond Hibberd ixteen and Walter Darrow sevente in North Windham and Hampton, were

in North Windham and Hampton, were drowned in the Shetucket river it was learned to-day on the recovery of the Hibberd boy's body.

They left there homes Sunday to go to Williamantic to hear a lecture by Mrs. May Peper Vanderbilt. After the spiritualistic meeting they started for their homes across lots and were not seen after they left town.

Searching parties had been looking for the young men since early morning. The hand of young Hibberd sticking through the frozen water was the first clew

the frozen water was the first clew that they had been drowned. The boys belong to prominent and well-to-do

Cable Links Two Hemispheres

Hamburg, Feb. 6.—A cable layin teamer has left this week with mate rials to lay the last section of the great rials to lay the last section of the great German-South American cable, which ex-tends from Emden, via Teneriffe, to Mon-rovia, Liberia, to Pernambuco, Brazil, a total distance of nearly 7,000 miles. The third and last section, which directly unites Africa with South America, has a length of 2,160 miles. It will be com-pleted toward the end, of March next, so that public service over the new cable will begin early in April.

Ends Life in Wife's Pre-

pecial to The Washington Harald, Annapolis, Md., Feb. 6.—While in Annapolis, Md., Feb. 6—While in a temporary state of melancholy and in the presence of his wife, with whom he had been conversing just a moment before. Frederick C. Smith, thirty-seven years old, a well-known resident of Annapolis, committed suicide by shooting himself at his residence, in Maryland avenue, this afternoon.

In a universal clock that a Philadel-phian has invented a band marked in quarter hours passes across the top of a map of the world, marked in meridians, thus showing the time in every city of importance at the same time.

A party of fifty Indianians, some of hem tuberculosis victims, will tour the louthern States in automobiles this win-ar to get the advantages of living out of doors in a mild climats without the watten of a management.

DEMOCRATS FAVOR

Continued from Page One.

sult means that the reciprocity agreement will pass the House by a big ma

may-ufacturers from Norther New York besieged the Ways and Means Committee of the House yesterday in op-position to the Canadian agreement. They

position to the Canadian agreement. They objected, of course, to the contemplated lifting of the duty on print paper. It happened that one of the witnesses who appeared yesterday, F. M. Hugo, had appeared before the committee two years ago in opposition to any reduction on print paper.

They wanted to know of him why it was that the price of print paper- is higher to-day han it was before the duty was reduced by the Payne-Aldrich act, to the extent of 11.25 a ton. They reminded Mr. Hugo that the paper makers at that time pleaded that they were going to be ruined by tariff reductions, and yet it had turned out that they had sustained the reduction and paper is seiling higher toreduction and paper is seiling higher to-day than before the lowering of the du-ties.

Now Normal State

Mr. Hugo replied that the law of supply and demand regulated the price; also that before the tariff went into effect the price of paper was artificially depressed on account of fear of tariff reduction and had now resumed its normal state Furthermore, Canadian restrictions, ac ording to the witness, had had some hing to do with it. "I reckon you fellows have artificially

fixed the price among yourselves," grumbled Champ Clark. "It's a case of trusts again."

Representative Fordney protested against this surmise, calling attention to the fact that although the duty had been taken off hides, the price of shoes had advanced.

"Well the control of the control 'Well, that's the leather trust," said

air. Clark.

It was brought out in the hearing yesterday morning that since the operation of the new tariff law the importation of Canadian paper into the United States had increased from nothing to about 500 tons a month, and yet the price had

had increased from nothing to about 500 tons a month, and yet the price had gone up.

It was also shown that paper was being exported to Canada; that about 72,099,000 pounds a year were exported to foreign countries and sold at a less price than is obtained in this country. That practice was stoutly defended by the paper men, who declared they would continue the practice of holding their markets as long as the American Congress treated them as it has been doing and threatens to do.

The paper men insisted that a tariff is necessory because of the difference in the cost of production on this side and in Canada, "and to give us the reasonable margin of profit demanded by the Republican national platform."

Debate Opens at Ottawa To-day. Ottawa, Feb. 6.—The debate on the rec procity agreement with the United State will be opened in the House of Commo to-morrow afternoon, when Sir Wilfrid Laurier will speak in support of the moparesis. His one-time wife, who has be-come Mrs. Charles A. Adams since his commitment to Wards Island, visited go into supply when he submitted the

The debate will probably last two three weeks, and promises to be full bitterness and of a character which break the party allegiance of many me Editors of many of the leading Cana-dian papers are here for the debate, and representatives of scores of interests af-

Foss Favors Treaty.

Boston, Feb. 6.—Gov. Foss sent to thelegislature this afternoon a message
urging that a memorial be sent to Congress immediately in behalf of Canadian
reciprocity. Coming from a State that
is "presumed to be the stronghold of tariff and high-privileged interests," the
governor says, a memorial from the
Massachusetts legislature will be of exceptional weight.

Reciprocity, he says, beginning with

CANADIAN TREATY THE MASCOT FOUNTAIN PEN

A Written Guarantee of One Year Goes With Each MASCOT Fountain Pen.

THE MASCOT is the one perfect FOUNTAIN PEN on the market to-day. It has a guaranticed 14-K. SOLID GOLD Point. It writes easily and fluently. It does not leak. It is reliable in every way. A lucky pen to have in your pocket.

MASCOT 69c MASCOT \$1

MASCOT Shed; fully guaranteed. Value. \$3.00 We have MASCOT Fountain Pens in any style you rk-a-day Pens to the Elaborate Gold-mounted Kind.

EVERY FOUNTAIN PEN GUARANTEED. Egyptian Diamond Co.,

602 Ninth Street N. W.

ATLANTIC CITY HOTELS.

ATLANTIC CITY HOTELS.

Offers unusual attractions at this season of the year. The hotels are at their best and all outdoor sports are to be enjoyed. Leading hotels always open

GALEN HALL

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BOUTH CAROLINA AVENUE AND BEACH.
ATLANTIC CITY. N. J.
Steam heat; sun parlor; clevator. Many new baths
added. Running water in rooms; \$12.59 weekly up.
Booklet maller.

our relations with Canada, will broader out until it includes the "whole West ern Hemisphere in a common bond of mobstructed trade." ATLANTIC CITY HCTELS. Hemisphere in a common bond of bstructed trade." Hotel Arlington Michigan Avera

BASEBALL STITCHERS STRIKE.

Cincinnati, Feb. 6.-Fifteen ball stitch cincinnati, Feb. a little and structure of the structure ball they sew. According to the

unduly criticise his less fortunate

brother-he helps him whenever

All of the Advertising Children

work out a BENEFIT to the

business world-some of them to

a greater degree than others-

but, after all, they are all trying,

each with some measure of suc-

cess, to give the business man

who patronizes them a full return

I don't believe in passing posi-tive judgment on the RELA-

TIVE VALUE of the different

forms of publicity, because I

don't know, nor does any other

It is a fact that EVERY

KNOWN FORM OF ADVER-

TISING HAS PAID ADVER-

TISERS. It is a fact that many

advertisers employ successfully

I am a seller of newspaper space. I always have been. I be-

lieve in the value of the news-

paper. The newspaper IS a great

sales force, but there are other

There is enough business for

The point about ADVERTIS-ING is that it IS A BUSINESS NECESSITY, and we must sell

it to manufacturers and mer-

It is not good business, nor is

it fair, to point out DEFECTS in

our Advertising Armament.
I think I could sell space to Ad-

vertisers for any form of Adver-

tising, because I am such a firm

This should be the basis of the

workers in the Advertising

Field-sell something to an ad-

vertiser that will pay him, and

chants on its merits.

believer in Advertising.

successful sales forces as well.

ALL forms of publicity.

Atlantic City, N. J.

PHILLIPS HOUSE Mand Are. Are. OPEN ALL YEAR P. P. PHILLIPS.

HOTEL BOTHWELL Firginia Ava., Atlantic City, N. J.

All Discretization of the Steel Pier-open all jean

Every appointment. J. & N. R. BOTHWELL. HOTEL WESTMONT

WINTER RESORTS.

PINE FOREST IN Summerville, S. C.

EN. Most attractive Winter Located in heart of Pine Porest. ROOI SUITE, WITH PRIVATE B. H. All SULLE, WITH PRIVATE BY H. All modern improvements, including elevator. PURE WATMS from given to table and service. PURE WATMS to the purchase of the purchase of the purchase tool Lisha: NONE REFUER. Trunch Bowling, Bidinards, &c. Our own livery; best saddle and driving borses. For rates and further informa-tion, address A. H. BUCK, Manager, or F. W. WAGENER & CO., Owners, Charleston, S. U.

> "THE CITY CARE FORGOT" NEW ORLEANS

THE ST. CHARLES Floot All-year Hotel in the Soots. Bend for Booklet. completely rehabilitated, Under new managemen European Plan Medern—Fireproof

WASHINGTON'S NEWEST The New Fredonia

European Plan. Centrally Located m, with bath, per day, \$150 up. 1321-1323 H Street.

WASHINGTON, IL C. EXCURSIONS.

Address of Palace Strategies o THE TORK AND BUSTON BY M.

traveling for business or pleasure.

ALPRED 8, AMER, V. P. and Gen. Mgr.,
Lately Asst. Manager Walderf-Astoria, N. Y.

HOTELS.

W. W. DANENHOWER. Managing Director.

St. James, Enropean

EFOLE & WASHINGTON STEAMSOAT CA.

ADVERTISING TALKS.

WRITTEN BY WILLIAM C. FREEMAN.

he can.

for his money.

NEWSPAPERDOM is print- | more successful one does not ing some very interesting articles on advertising methods and the VALUE OF NEWSPAPER PUBLICITY.

Frank E. Colson, its publisher,

is a great believer in the NEWS-PAPER, first, last, and all of the time. In a recent issue it printed one of Mr. T. E. Dockrell's well-written articles on "THE

written articles on "THE NEWSPAPER AS A SALES FORCE." This was followed by an article written by ROBERT E. FROTHINGHAM, advertising director of "Everybody's Magazine" and the Butterick trio, who criticised Mr. Dockrell's deductions, and set forth some conclusions of his own as to the value of the magazines. Then

followed an answer to Mr. Frothingham by Mr. Dockrell. The three articles caused a sensation in the business world. I don't think that either Mr. Dockrell or Mr. Frothingham mean to UNDERRATE the value of either magazine or newspaper publicity—each is trying to CONVINCE THE ADVER-

media is right. The Advertising Family is made up of the following children:

TISER that his own idea about

Newspapers, Weeklies, Women's Publications,
Magazine Sections of Newspapers
Street Cars,
Billboards,
Siere Technology Magazine Signs-Electric and otherwise,

Each child, the offspring of BUSINESS PROGRESS, is doing a duty in the business world

Circulars

As in all families, one child is more PROGRESSIVE and more successful than another, but the

help to make it pay him by study-ing his needs and by giving him suggestions as to the kind of copy that will pull in the particular medium you represent.